

Message Text

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PAGE 01 MOSCOW 09675 031938Z
ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 EB-08 INR-10 LAB-04 NSAE-00
PA-02 SIL-01 ICA-20 EPAE-00 OES-07 /065 W
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FM AMEMBASSY MOSCOW
TO USDOC WASHDC PRIORITY
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AMEMBASSY VIENNA
AMCONSUL LENINGRAD

UNCLAS MOSCOW 09675

USDOC FOR BEWT/TPD/THOMPSON, RINEHART

VIENNA FOR VONTILLIUS

E.O. 11652: N/A
TAGS: BEXP, UR
SUBJECT: COMMERCIAL EXHIBITS, 1979; ENVIRONMENTAL CONTROL
EXHIBITION (FEB. 28 - MAR. 3, 1979)

REF: (A) RINEHART TELEX 4/20, (B) MOSCOW 3950
(C) USDOC 3490

1. WE WONDER WHY, IF THERE ARE SO MANY NEGATIVE FACTORS
AS INDICATED REF (A), THAT FURTHER ACTION IS BEING TAKEN
DN THIS EXHIBIT. AS WAS ALSO NOTED IN REF (B), PARA 3(B),
WESTERN COMPANIES SEEM TO BE LEANING TOWARDS "NAUKA '78"
AS A MORE WORTHWHILE TRADE PROMOTION VEHICLE. ADDITIONAL-
LY, WE ARE NOT OVERLY OPTIMISTIC ON SALES DURING JUNE
S/ME (OCHISTKA '78), WHICH ACCORDING TO REF (A), WOULD
MAKE PARTICIPATION IN FOLLOW-ON EXHIBITION EVEN LESS AT-
TRACTIVE. IN ANY EVENT, WE HAVE NOW RECEIVED DETAILED
THEME BOOK (MOSCOW 9379) AND WILL TRANSMIT TO BEWT/TPD.

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2. ALTERNATIVELY, HAS CONSIDERATION BEEN GIVEN YET TO
INTERNATIONAL EXHIBITION "MACHINERY, EQUIPMENT AND IN-
STRUMENTS FOR TIMBER AND WOODWORKING INDUSTRY(8/29 -
9/12/79)"? LIST OF 75 COMPANIES OF INTEREST TO SOVIETS
IS BEING POUCHED.

3. BEWT/TPD MAY ALSO WISH TO RECONSIDER PARTICIPATION IN

"INFORMTEKHNIKA 79" (2/14 - 2/23/79), WHICH WE HAVE BEEN INCORRECTLY DUBBING "EDP." ACCORDING TO MORE DETAILED INFORMATION JUST RECEIVED (ALSO BEING POUCHED), EXHIBITION IS GEARED MORE TOWARDS COMPUTER MICROFILMING, PHOTO-COPYING, MICROFICHE, INFORMATION RETRIEVAL, COLLATING DEVICES, ETC. THIS EQUIPMENT MAY FALL WITHIN THE LOWER LIMITS OF OFFICE OF EXPORT ADMINISTRATION (OEA) CONTROLS, AND PARTIALLY OFFSET ARGUMENT CONTAINED REFTEL (B), PARA 3(B), (1). HOWEVER, WE MAY STILL BE FACED WITH RECRUITMENT OF LARGER, OLD-TO-MARKET (OTM) COMPANIES SUCH AS KODAK, 3M, IBM, ADDRESSOGRAPH-MULTIGRAPH, ETC. (REFTEL (B), PARA 3(B), (2)). TOON

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